

## **Board Meeting February 23, 2017**

Participants

Seth, Margery, Heshy, Cheryl, Jonathan, Bob

Opening Remarks - Margery-

Last week I went with a group to the NY historical library exhibit on Jewish American history. It starts with a diary discovered at a London auction house, written by Spanish Jew who emigrated to Mexico. His family were Conversos for 200 years and in the end he became fervent Jews. He ended up being killed in an inquisition in Mexico. His diary is valued at 1/2 million dollars, currently owned by the Mexican government.

For so many years, Jews had to travel all over the world to find a safe place to be. Now we have Israel. It is our job to remember the importance of our Israeli brothers and sisters and that is why we are involved in the KFM, to provide safe places for Israelis struggling with the loss of a loved onto terror or tragedy.

Fund Raising Report - Jonathan Feldstein.

Overview 2016 - We received a number of new grants this year. A Los Angeles Jewish community foundation grant \$120000 over 3 years.

\$25,000 from 2 donations by the 613 foundation

\$15,000 from the Sylvan Family Foundation

Several other gifts of between \$5000 and \$10,000 including a scholarship fund established for Camp Koby in memory of Kristine Lukin, a young Christian women murdered by terrorists. The fund has received \$10,000 thus far - plus a pledge of \$9000 to be paid off by May

Bridges for Peace increased it's contribution from NIS 20000 to NIS 50000 they came to camp and were impressed

\$10,000 new gift from friends of Israel

\$10,000 from the Gateway church

There was the usual influx of end of the year donations

The Comedy for Koby show in Teaneck was the main community based event of 2016. Grossed approximately 70,000.

Cause Match campaign brought in significant new money

A Christian event in Orlando brought in over \$4000. We were sole recipient of the donations.

There were many small donations brought in from Cause Match, and Christian events that put a lot of people's contact information on our database

Pastor Hagee's Night for Israel event granted us \$75000 this year. Down from a previous high of \$125,000 This donation must not taken for granted. Hagee's gross reduced from \$3,000,000 to \$2,000,000 this year. Some other organisations had their money reduced or cut out completely.

Several churches giving ongoing donations of \$100 or \$200 each, and growing

I was able to book Seth and Sherri on several internet Christian and Jewish radio and TV programs.

It was a year of learning and challenges. Seth and I had many conversations about what we need to do and what we can do better.

Upcoming fundraising events

2 Comedy for Koby shows in South Florida-(Miami and Boca) marketing materials being finalized right now. Each venue seats several hundred people. Committees now being formed. We already have more than 20 people on committees and we hope that will continue to grow

We ask for everyone to help with contacts in Florida

Please connect Jonathan to people who will help sponsor or even just come and purchase tickets.

Jonathan is very confident that we will exceed in these shows what we received from the Teaneck show

A Pesach wine tasting and gourmet dinner in the King David Hotel has been scheduled for April 12. The dinner will include a 5 course gourmet meal made by KD chef. Looking now for guest speaker to be a draw. \$500 /COUPLE. We need to get people in the room who can afford to pay that amount. Will not be a fundraiser rather a friend raiser. **We ask for help from everyone to connect people who would want to come. We are looking for a minimum of 50 couples.**

We are working on Comedy for Koby events in Deal NJ, Teaneck (larger venue), Westchester (Bedford), and Memphis. Several other communities are possibilities as well. We need strong local support and an active committee who will do the work to bring the people in. That was the success in Teaneck personal solicitations.

Budget discussion - Bob

Bob went over Unaudited financial statements for 2016-

'KMF statements of financial position' shows that we have in our bank account \$106000 vs \$68000 at the end of last year. I think the cash is there because we had a better year

We do have accounts payable, so it's not like we have a lot of extra cash

Bob drew our attention to the Tanenbaum foundation loan of \$28000 as a payable.

Seth said that we had recently paid that so that the liability no longer exists

Bob said that is terrific news and a significant milestone. There are long term projects and one is actually surviving after the great recession. Working out this note is terrific, very pleased

Last year at this time when we met we had seen our revenue drop because of issues with the American camp, and this is great that we brought things back. We had a great year.

Essentially we see we can provide more program services and our management expenses stayed about the same. But we are paying more to cover Jonathan but he is having some successes so that's great.

BUDGET - Bob

projecting \$700,000 , a nice increase from last year. 30 is program American Koby Camp kids have applied with a goal 35-40 kids registered. We raised prices so that is good news

Seth-we had a weak year last year but we are almost at 40 kids so we should be ok

Bob - Foundation/federations should bring in about \$200, 000. I think that's a bit low. But that's what it is

Seth-some of this has to do with how we mark certain donations. For example the donation from the 613 foundation is from a private individual so it could go under Foundations or Personal solicitations .

Bob - Community events - last year we didn't do much but this should include the comedy programs in the US

Canada committee and office has closed. Contributions now going thru new system, directly to Israel so it will not be in budget anymore

Some other things to notice in the budget , C4K, Jonathan's cause match campaign, the Bar and Bat mitzvah program (thank you to Margery for her grand son's bar mitzvah event and contribution) special appeals are the 4 mailings per year.

Bob mentioned that he thinks some of these figures will come in higher than represented on the budget

Leadership solicitations are solicitations that we are all involved in

Expense side -

\$530,000 we will send to Israel. This will cover Jonathan's salary, and travel (more than we expected and more than we had last year) Jonathan seems to be reaching out around the world to bring in new money.

Seth-Also there are 2 people are traveling to America to recruit kids for Camp Koby and Roy go for the New Jersey Y camp ; that is included as well in the travel expenses

Bob - Total projected revenue is \$1,562,500

Total expenses budgeted for \$1,477,000

We project a Surplus of about \$90,000

It's a good budget

Margery — Special appeals projected for 2017 is lower than 2016. Why is that?

Seth - it's a matter of where we put various contributions on the bookkeeping level

Margery-do we have a motion to approve the budget?

Lee, - I so move

Heshy - Second

All in favor-all

No opposed

Margery - Budget approved. Thank you Bob

SETH president report

Seth led a discussion about Jonathan's performance thus far and recommended that we continue working together.

Margery - it's unanimous, that we are all in support of Jonathan's work

Lee - can we communicate that to him

Margery agreed to write him a note

meeting board next the until projects new of discussion the table we suggests Margery

Election of officers :

Chair Margery

Vice chair Lee

Treasurer Bob

Secretary Melodie

Bob makes motion to reelect Seth Mandell as president of KMF

Second

All in favor

No opposed

Vote on approving slate of officers

I support that motion (Cheryl)

Second

All in favor, a

No opposed

A new slate of officers

Date for next board meeting in person in NY

5:00 p.m. Tuesday, April 25 In Lee's office 10 E 40th St #3610, New York,

Margery thanks all

Motion to close meeting. Seconded.

1803 call adjourned